

CHART K
EXCELSIOR JOBS PROGRAM QUARTERLY REPORT
March 31, 2023
Businesses Issued Credits -- Tax Year 2021

| | | | | COMMITMENTS | | PERFORMANCE - Tax Year 2021 | | | | |
|---|--------|------------------|-----------------|---------------|---------------------|-----------------------------|--------------|-----------------------|--------------------|---------------------|
| | | | | Tax Year 2021 | | | | | | |
| Applicant Name | Region | Type of Business | Employment Base | Net New Jobs | Capital Investments | Max Tax Credits | Jobs Created | Qualified Investments | Tax Credits Issued | Benefit Cost Ratio* |
| JOB GROWTH TRACK | | | | | | | | | | |
| Adirondack Beverages Corp. | CD | Manufacturing | 268 | 24 | \$0 | \$48,485 | 40 | \$0 | \$48,485 | 55 |
| Klocke Estate Holdings, LLC | CD | Manufacturing | 0 | 5 | 0 | \$9,174 | 5 | \$1,664,116 | \$9,174 | 220 |
| Regeneron Pharmaceuticals, Inc. (CD#1) | CD | Manufacturing | 1,823 | 300 | \$0 | \$282,500 | 536 | \$0 | \$282,500 | \$309 |
| Regeneron Pharmaceuticals, Inc. (CD#2) | CD | Manufacturing | 3,032 | 575 | \$0 | \$967,053 | 761 | \$0 | \$967,053 | \$83 |
| Regeneron Pharmaceuticals, Inc. (CD#3) | CD | Manufacturing | 4,269 | 1,020 | \$135,000,000 | \$7,883,374 | 1,725 | \$141,923,108 | \$7,883,373 | \$39 |
| Ross Precision Manufacturing, Inc. | CD | Manufacturing | 25 | 20 | \$0 | \$64,000 | 16 | \$0 | \$51,200 | \$20 |
| Stone Bridge Iron & Steel, Inc. | CD | Manufacturing | 71 | 10 | \$0 | \$25,000 | 9 | \$0 | \$22,500 | \$19 |
| Wolfjaw, Inc. | CD | Software Dev | 9 | 13 | \$0 | \$22,766 | 14 | \$10,727 | \$22,766 | \$45 |
| Agrana Fruit US, Inc. | CNY | Manufacturing | 0 | 120 | \$0 | \$228,571 | 105 | \$2,659,624 | \$200,000 | \$37 |
| Blading Services Unlimited, LLC | CNY | Manufacturing | 10 | 5 | \$0 | \$8,500 | 7 | \$1,002,360 | \$8,500 | \$162 |
| Cayuga Milk Ingredients LLC (1) | CNY | Manufacturing | 1 | 52 | \$0 | \$150,000 | 64 | \$0 | \$150,000 | \$37 |
| Currier Plastics, Inc. (1) | CNY | Manufacturing | 98 | 50 | \$0 | \$106,383 | 50 | \$0 | \$106,383 | \$27 |
| Currier Plastics, Inc. (2) | CNY | Manufacturing | 150 | 20 | \$0 | \$42,655 | 31 | \$0 | \$42,655 | \$21 |
| Dutchland Plastics LLC | CNY | Manufacturing | 18 | 42 | \$0 | \$46,824 | 32 | \$0 | \$35,675 | \$27 |
| Felix Schoeller North America Inc. (1) | CNY | Manufacturing | 67 | 25 | \$0 | \$65,742 | 26 | \$149,118 | \$62,742 | \$23 |
| G&C Food Distributors and Brokers, Inc. | CNY | Manufacturing | 219 | 85 | \$0 | \$143,339 | 86 | \$0 | \$143,339 | \$33 |
| Tessy Plastics Corp. (1) | CNY | Manufacturing | 809 | 50 | \$0 | \$506,474 | 180 | \$0 | \$506,474 | \$21 |
| Tessy Plastics Corp. (2) | CNY | Manufacturing | 983 | 50 | \$0 | \$136,364 | 200 | \$0 | \$136,364 | \$76 |
| TTM Technologies, Inc. | CNY | Manufacturing | 594 | 50 | \$0 | \$119,048 | 42 | \$0 | \$100,000 | \$21 |
| Alkemy Machine LLC (1) | FL | Manufacturing | 13 | 34 | \$0 | \$35,644 | 29 | \$0 | \$30,402 | \$36 |
| Baldwin Richardson Foods Co. (1) | FL | Manufacturing | 281 | 30 | \$0 | \$76,923 | 60 | \$0 | \$76,923 | \$56 |
| CFI Holdings Inc. | FL | Manufacturing | 121 | 56 | \$0 | \$62,222 | 81 | \$0 | \$62,222 | \$60 |
| Danaren LLC | FL | Manufacturing | 26 | 7 | \$3,700,000 | \$90,900 | 7 | \$3,712,186 | \$86,073 | \$45 |
| DeMarte Companies, Inc. | FL | Manufacturing | 45 | 17 | \$0 | \$46,290 | 18 | \$0 | \$46,290 | \$25 |
| Dynalec Corporation, Inc. | FL | Manufacturing | 112 | 5 | \$0 | \$16,447 | 11 | \$1,110,355 | \$16,447 | \$100 |
| EPP Team, Inc. | FL | Manufacturing | 69 | 26 | \$0 | \$55,094 | 24 | \$308,028 | \$50,856 | \$28 |
| HP Hood LLC | FL | Manufacturing | 727 | 200 | \$0 | \$195,530 | 373 | \$0 | \$195,530 | \$133 |
| Logical Images, Inc. | FL | Software Dev | 34 | 21 | \$0 | \$65,625 | 22 | \$0 | \$65,625 | \$27 |
| Mindex Technologies, Inc. | FL | Software Dev | 191 | 10 | \$0 | \$34,059 | 72 | \$0 | \$34,059 | \$170 |
| MiniTec Framing Systems, LLC | FL | Manufacturing | 20 | 13 | \$0 | \$21,667 | 16 | \$0 | \$21,667 | \$44 |
| Newstead Ranch, Inc. (1) | FL | Agriculture | 168 | 25 | \$0 | \$39,773 | 74 | \$1,533,749 | \$39,773 | \$127 |
| North American Breweries, Inc. | FL | Manufacturing | 589 | 13 | \$10,637,504 | \$463,482 | 72 | \$10,637,504 | \$458,811 | \$33 |
| Optimax Systems, Inc. (1) | FL | Manufacturing | 276 | 25 | \$0 | \$78,452 | 51 | \$0 | \$78,452 | \$29 |
| Other Half Brewing, Inc. | FL | Manufacturing | 39 | 20 | \$0 | \$36,697 | 16 | \$0 | \$29,358 | \$31 |
| Paychex, Inc. | FL | Back Office | 4,934 | 375 | \$0 | \$827,850 | 601 | \$0 | \$827,580 | \$44 |

Benefit Cost Ratio = Total remuneration of the net new jobs created, plus capital investments divided by the tax credits issued.

CHART K
EXCELSIOR JOBS PROGRAM QUARTERLY REPORT
March 31, 2023
Businesses Issued Credits -- Tax Year 2021

COMMITMENTS

Tax Year 2021

PERFORMANCE - Tax Year 2021

| Applicant Name | Region | Type of Business | Employment Base |
|--|-----------|------------------|-----------------|
| ProAmpac Holdings, Inc. | FL | Manufacturing | 357 |
| Pure Functional Foods, Inc. | FL | Manufacturing | 2 |
| Qualitrol Corp. | FL | Manufacturing | 179 |
| Rochester Industrial Control, Inc. | FL | Manufacturing | 27 |
| Rolen-Jinxin North America LLC | FL | Manufacturing | 0 |
| Security Risk Advisors Intl, LLC | FL | Software Dev | 4 |
| Seneca Dairy Systems, LLC | FL | Manufacturing | 40 |
| Surmotech, LLC (1) | FL | Manufacturing | 42 |
| V Technical Textiles, Inc. | FL | Manufacturing | 13 |
| Western New York Energy LLC | FL | Manufacturing | 47 |
| Z-Axis, Inc. (1) | FL | Manufacturing | 68 |
| A&Z Pharmaceutical Inc. | LI | Manufacturing | 78 |
| Acutis Diagnostics, Inc. | LI | Life Sciences | 56 |
| Autronic Plastics, Inc. | LI | Manufacturing | 74 |
| Carson Optical, Inc. | LI | Scientific R & D | 24 |
| Clever Devices Ltd | LI | Manufacturing | 163 |
| EB Industries, LLC | LI | Manufacturing | 21 |
| LS Promotions, Inc. | LI | Manufacturing | 137 |
| Plastirun Corporation | LI | Manufacturing | 62 |
| Precare Corporation | LI | Manufacturing | 37 |
| Water Lilies Food, Inc. | LI | Manufacturing | 102 |
| Caribbean Food Delights, Inc. (1) | MH | Manufacturing | 91 |
| Crepini LLC | MH | Manufacturing | 20 |
| OMC2, LLC dba Bantam Tools | MH | Manufacturing | 0 |
| Packaging Technologies & Inspection, LLC | MH | Manufacturing | 24 |
| Raymours Furniture Co., Inc. | MH | Distribution | 1,909 |
| Regeneron Pharmaceuticals, Inc. (MH#1) | MH | Back Office | 1,785 |
| Regeneron Pharmaceuticals, Inc. (MH#2) | MH | Back Office | 2,827 |
| Regeneron Pharmaceuticals, Inc. (MH#3) | MH | Back Office | 3,714 |
| Star Kay White, Inc. | MH | Manufacturing | 112 |
| McKesson Corporation | Multi-Reg | Distribution | 176 |
| Warby Parker, Inc. | Multi-Reg | Back Office | 296 |
| Trenton Technology Inc. | MV | Manufacturing | 192 |
| Agbotic, Inc. | NC | Agriculture | 3 |
| Paradox Brewery LLC | NC | Manufacturing | 3 |
| SpencerARL New York, Inc. | NC | Manufacturing | 42 |
| ADP Technology Services, Inc. | NYC | Back Office | 46 |

| Net New Jobs | Capital Investments |
|--------------|---------------------|
| 15 | \$6,261,306 |
| 31 | \$0 |
| 28 | \$0 |
| 32 | \$0 |
| 24 | \$0 |
| 18 | \$0 |
| 41 | \$0 |
| 10 | \$0 |
| 6 | \$390,885 |
| 5 | \$0 |
| 15 | \$0 |
| 71 | \$0 |
| 27 | \$0 |
| 30 | \$0 |
| 9 | \$0 |
| 42 | \$0 |
| 19 | \$0 |
| 10 | \$0 |
| 9 | \$0 |
| 23 | \$0 |
| 73 | \$0 |
| 25 | \$0 |
| 55 | \$3,233,888 |
| 14 | \$0 |
| 10 | \$0 |
| 300 | \$0 |
| 500 | \$0 |
| 265 | \$0 |
| 200 | \$0 |
| 21 | \$0 |
| 173 | \$0 |
| 273 | \$0 |
| 30 | \$0 |
| 11 | \$0 |
| 14 | \$0 |
| 43 | \$0 |
| 110 | \$0 |

| Max Tax Credits |
|-----------------|
| \$164,316 |
| \$38,945 |
| \$61,681 |
| \$26,667 |
| \$47,682 |
| \$29,945 |
| \$97,361 |
| \$11,125 |
| \$14,288 |
| \$13,158 |
| \$29,528 |
| \$116,140 |
| \$49,203 |
| \$58,209 |
| \$9,320 |
| \$106,061 |
| \$16,015 |
| \$13,043 |
| \$16,932 |
| \$30,942 |
| \$109,544 |
| \$21,097 |
| \$203,413 |
| \$19,091 |
| \$46,729 |
| \$163,689 |
| \$759,640 |
| \$583,757 |
| \$320,513 |
| \$42,241 |
| \$123,785 |
| \$448,209 |
| \$55,556 |
| \$35,000 |
| \$27,273 |
| \$32,331 |
| \$187,626 |

| Jobs Created | Qualified Investments | Tax Credits Issued | Benefit Cost Ratio* |
|--------------|-----------------------|--------------------|---------------------|
| 12 | \$6,261,306 | \$131,453 | \$52 |
| 29 | \$0 | \$36,432 | \$31 |
| 38 | \$0 | \$45,981 | \$45 |
| 35 | \$76,603 | \$26,667 | \$55 |
| 21 | \$0 | \$41,722 | \$24 |
| 14 | \$0 | \$23,291 | \$45 |
| 46 | \$0 | \$97,361 | \$19 |
| 25 | \$0 | \$11,125 | \$117 |
| 5 | \$390,885 | \$13,009 | \$42 |
| 5 | \$12,830,052 | \$13,158 | \$994 |
| 15 | \$0 | \$29,528 | \$24 |
| 65 | \$0 | \$106,325 | \$38 |
| 113 | \$0 | \$49,203 | \$140 |
| 35 | \$427,764 | \$58,209 | \$33 |
| 12 | \$0 | \$9,320 | \$53 |
| 136 | \$0 | \$106,061 | \$143 |
| 15 | \$56,283 | \$12,643 | \$20 |
| 30 | \$740,559 | \$13,043 | \$130 |
| 40 | \$22,500 | \$16,932 | \$81 |
| 129 | \$0 | \$30,942 | \$152 |
| 101 | \$0 | \$109,544 | \$36 |
| 35 | \$0 | \$21,097 | \$83 |
| 61 | \$3,233,888 | \$203,413 | \$30 |
| 27 | \$0 | \$19,091 | \$77 |
| 12 | \$0 | \$46,729 | \$19 |
| 380 | \$322,145 | \$163,689 | \$98 |
| 1,103 | \$0 | \$759,640 | \$493 |
| 676 | \$0 | \$583,757 | \$256 |
| 461 | \$0 | \$320,513 | \$429 |
| 26 | \$0 | \$42,241 | \$40 |
| 208 | \$0 | \$123,785 | \$100 |
| 239 | \$0 | \$392,388 | \$54 |
| 66 | \$0 | \$55,556 | \$44 |
| 18 | \$0 | \$35,000 | \$19 |
| 14 | \$4,710,733 | \$27,273 | \$190 |
| 65 | \$0 | \$32,331 | \$82 |
| 250 | \$0 | \$187,626 | \$271 |

CHART K
EXCELSIOR JOBS PROGRAM QUARTERLY REPORT
March 31, 2023
Businesses Issued Credits -- Tax Year 2021

COMMITMENTS
Tax Year 2021

PERFORMANCE - Tax Year 2021

| Applicant Name | Region | Type of Business | Employment Base | Net New Jobs | Capital Investments | Max Tax Credits | Jobs Created | Qualified Investments | Tax Credits Issued | Benefit Cost Ratio* |
|---|--------|------------------|-----------------|--------------|---------------------|-----------------|--------------|-----------------------|--------------------|---------------------|
| Business Insider, Inc. | NYC | Back Office | 290 | 184 | \$0 | \$422,547 | 281 | \$0 | \$430,638 | \$68 |
| Compass Inc. | NYC | Back Office | 273 | 308 | \$0 | \$340,050 | 371 | \$0 | \$340,050 | \$222 |
| Crye American, LLC | NYC | Manufacturing | 71 | 75 | \$0 | \$104,704 | 129 | \$0 | \$104,704 | \$60 |
| Datadog, Inc. | NYC | Software Dev | 66 | 168 | \$0 | \$220,280 | 189 | \$0 | \$220,280 | \$237 |
| Datadog, Inc. (2) | NYC | Software Dev | 201 | 461 | \$0 | \$587,458 | 493 | \$0 | \$587,458 | \$197 |
| Etsy, Inc. | NYC | New Media | 371 | 340 | \$0 | \$649,847 | 525 | \$0 | \$649,847 | \$416 |
| Five Rings LLC | NYC | Software Dev | 60 | 36 | \$0 | \$160,764 | 37 | \$0 | \$160,764 | \$51 |
| Harry's Inc. | NYC | Back Office | 139 | 165 | \$0 | \$160,923 | 208 | \$0 | \$160,923 | \$193 |
| HelloFresh | NYC | Back Office | 163 | 82 | \$0 | \$102,500 | 209 | \$0 | \$102,500 | \$245 |
| KPMG LLP | NYC | Software Dev | 4,314 | 187 | \$0 | \$247,722 | 169 | \$0 | \$223,877 | \$93 |
| Policygenius, Inc. | NYC | Back Office | 98 | 147 | \$0 | \$287,864 | 212 | \$0 | \$287,864 | \$78 |
| Ryzac, Inc. | NYC | Software Dev | 8 | 82 | \$0 | \$66,993 | 132 | \$0 | \$66,993 | \$269 |
| The Farmer's Dog | NYC | Back Office | 38 | 40 | \$0 | \$47,592 | 71 | \$0 | \$47,592 | \$208 |
| Vestwell Holdings, Inc. | NYC | Software Dev | 14 | 42 | \$0 | \$73,503 | 51 | \$0 | \$73,503 | \$80 |
| Vroom, Inc. | NYC | Back Office | 56 | 64 | \$0 | \$77,693 | 70 | \$0 | \$77,693 | \$151 |
| Buckingham Manufacturing Company, Inc. | ST | Manufacturing | 292 | 30 | \$0 | \$27,778 | 70 | \$0 | \$27,778 | \$98 |
| CMP Advanced Mechanical Solutions (NY) LLC | ST | Manufacturing | 95 | 20 | \$0 | \$78,947 | 18 | \$0 | \$51,208 | \$15 |
| Dick's Merchandising & Supply Chain, Inc. | ST | Distribution | 0 | 350 | \$0 | \$483,142 | 446 | \$0 | \$483,142 | \$39 |
| Engineering Manufacturing Technologies, LLC | ST | Manufacturing | 117 | 25 | \$0 | \$69,716 | 81 | \$0 | \$69,716 | \$52 |
| Golden Artist Colors Inc. | ST | Manufacturing | 151 | 37 | \$0 | \$52,113 | 58 | \$52,868 | \$52,113 | \$58 |
| Finger Food Products, Inc. | WNY | Manufacturing | 16 | 11 | \$0 | \$18,415 | 19 | \$565,383 | \$18,415 | \$75 |
| Ingram Micro Inc. | WNY | Back Office | 1,251 | 249 | \$0 | \$801,656 | 303 | \$758,014 | \$801,656 | \$28 |
| Nestle Purina PetCare Company | WNY | Manufacturing | 354 | 25 | \$0 | \$168,893 | 42 | \$28,888,541 | \$168,893 | \$189 |
| Nestle Purina PetCare Company (2) | WNY | Manufacturing | 404 | 86 | \$0 | \$101,400 | 104 | \$0 | \$101,400 | \$51 |
| New Buffalo Shirt Factory, Inc. | WNY | Manufacturing | 4 | 17 | \$0 | \$15,625 | 18 | \$0 | \$15,625 | \$39 |
| Pine Pharmaceuticals LLC | WNY | Manufacturing | 16 | 28 | \$0 | \$63,348 | 68 | \$0 | \$63,348 | \$76 |
| Pine Pharmaceuticals LLC (2) | WNY | Manufacturing | 73 | 9 | \$0 | \$17,945 | 10 | \$0 | \$17,945 | \$23 |
| Seal & Design, Inc. | WNY | Manufacturing | 73 | 21 | \$0 | \$42,951 | 40 | \$0 | \$42,951 | \$45 |
| Steuben Foods Incorporated | WNY | Manufacturing | 555 | 47 | \$0 | \$74,906 | 48 | \$0 | \$74,906 | \$26 |
| TMP Acquisitions, Inc. | WNY | Manufacturing | 132 | 18 | \$0 | \$60,000 | 31 | \$0 | \$60,000 | \$21 |
| Sub-total, Job Growth Track | | | 42,291 | 9,300 | \$159,223,583 | \$22,760,237 | 14,476 | \$222,384,283 | \$22,479,111 | |

INVESTMENT TRACK

Benefit Cost Ratio = Total remuneration of the net new jobs created, plus capital investments divided by the tax credits issued.

CHART K
EXCELSIOR JOBS PROGRAM QUARTERLY REPORT
March 31, 2023
Businesses Issued Credits -- Tax Year 2021

COMMITMENTS
Tax Year 2021

PERFORMANCE - Tax Year 2021

| Applicant Name | Region | Type of Business | Employment Base | Net New Jobs | Capital Investments | Max Tax Credits | Jobs Created | Qualified Investments | Tax Credits Issued | Benefit Cost Ratio* |
|---|--------|------------------|-----------------|--------------|----------------------|---------------------|---------------|-----------------------|---------------------|---------------------|
| Ace Hardware Corporation | CD | Distribution | 301 | 25 | \$0 | \$23,333 | 217 | \$0 | \$23,333 | \$473 |
| Beak & Skiff Holding Company, LLC | CNY | Manufacturing | 58 | 6 | \$0 | \$11,111 | 22 | \$0 | \$11,111 | \$97 |
| EJ USA, Inc. | CNY | Manufacturing | 80 | 9 | \$0 | \$27,303 | 9 | \$0 | \$27,303 | \$15 |
| Immediate Mailing Services, Inc. | CNY | Back Office | 154 | 11 | \$0 | \$11,224 | 40 | \$0 | \$11,224 | \$131 |
| Rapid Response Monitoring | CNY | Back Office | 400 | 30 | \$0 | \$27,764 | 11 | \$25,873,020 | \$10,272 | \$2,583 |
| Caldwell Manufacturing North | FL | Manufacturing | 106 | 7 | \$0 | \$16,153 | 7 | \$0 | \$16,153 | \$32 |
| ComTec Solutions LLC | FL | Back Office | 30 | 12 | \$0 | \$18,182 | 6 | \$0 | \$9,091 | \$261 |
| Durst Digital Print Corp. (1) | FL | Back Office | 33 | 5 | \$15,000 | \$7,342 | 3 | \$0 | \$4,225 | \$45 |
| Germanow-Simon Corporation | FL | Manufacturing | 77 | 23 | \$0 | \$28,325 | 17 | \$0 | \$20,936 | \$61 |
| Atlas Air Worldwide Holdings, Inc. | MH | Back Office | 466 | 50 | \$0 | \$197,000 | 73 | \$0 | \$197,000 | \$47 |
| Johnson Lumber, LLC | NC | Manufacturing | 27 | 5 | \$0 | \$5,404 | 17 | \$0 | \$5,404 | \$139 |
| GPS Services, Inc. (1) | NYC | Back Office | 158 | 125 | \$0 | \$71,200 | 360 | \$111,342 | \$71,200 | \$608 |
| Wonton Food Inc. | NYC | Manufacturing | 353 | 23 | \$0 | \$66,680 | 41 | \$935,914 | \$66,680 | \$44 |
| Granite Works, LLC | ST | Manufacturing | 22 | 5 | \$0 | \$10,625 | 3 | \$0 | \$6,375 | \$21 |
| Tioga Hardwoods, Incorporated | ST | Manufacturing | 38 | 6 | \$0 | \$16,981 | 1 | \$0 | \$1,986 | \$15 |
| FedEx Trade Networks Transport | WNY | Back Office | 942 | 82 | \$0 | \$256,190 | 84 | \$0 | \$235,822 | \$15 |
| International Imaging Materials, Inc. (2) | WNY | Manufacturing | 371 | 0 | \$3,260,305 | \$65,206 | 0 | \$3,260,305 | \$65,206 | \$50 |
| Sub-total, Investment Track | | | 3,616 | 424 | \$3,275,305 | \$860,023 | 911 | \$30,180,581 | \$783,321 | |
| TOTAL | | | 45,907 | 9,724 | \$162,498,888 | \$23,620,260 | 15,387 | \$252,564,864 | \$23,262,432 | |

Benefit Cost Ratio = Total remuneration of the net new jobs created, plus capital investments divided by the tax credits issued.